

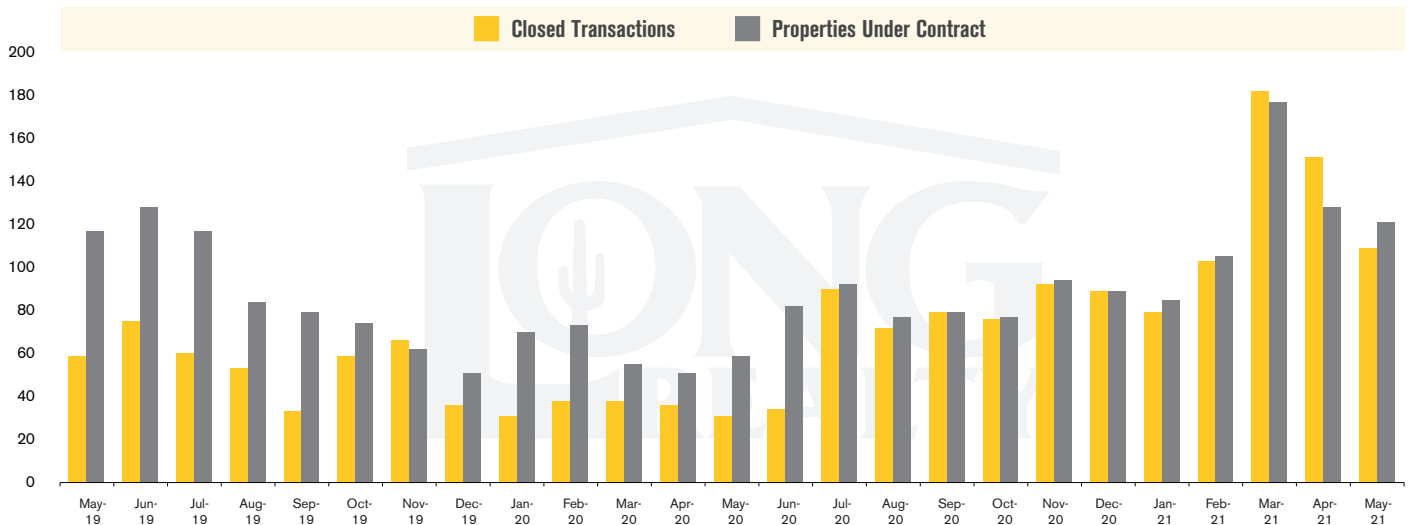
THE LAND REPORT

TUCSON | JUNE 2021

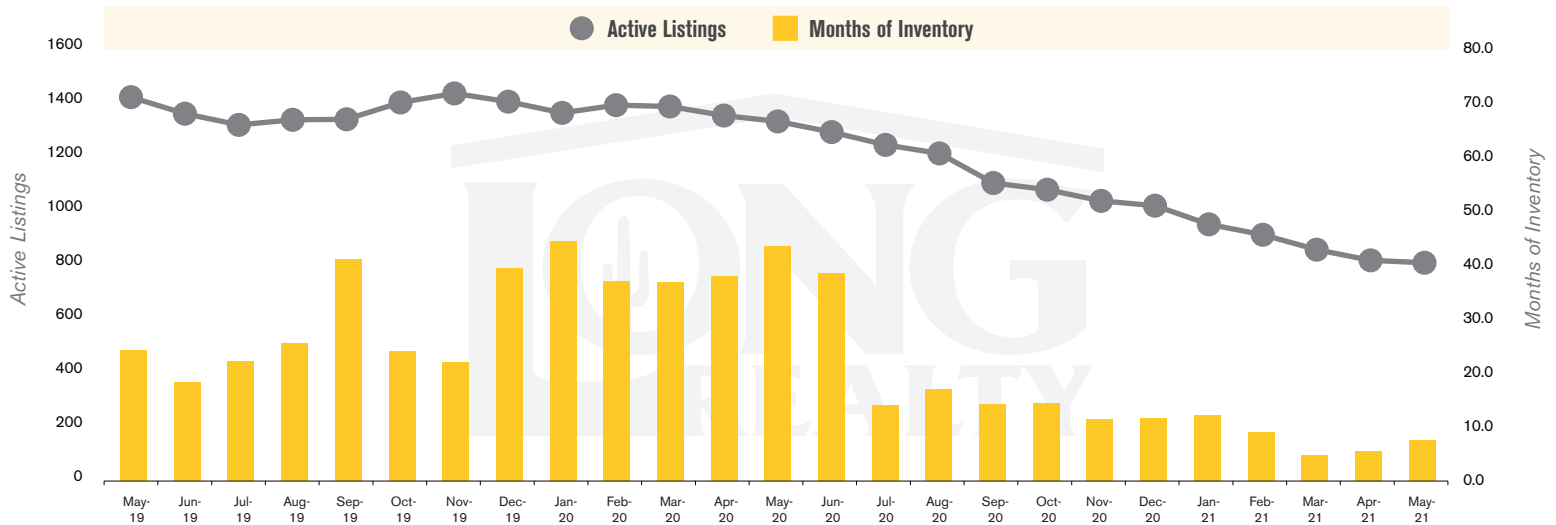


In the Tucson Lot and Land market, May 2021 active inventory was 821, a 39% decrease from May 2020. There were 109 closings in May 2021, a 252% increase from May 2020. Year-to-date 2021 there were 624 closings, a 259% increase from year-to-date 2020. Months of Inventory was 7.5, up from 43.6 in May 2020. Median price of sold lots was \$125,096 for the month of May 2021, up 48% from May 2020. The Tucson Lot and Land area had 121 new properties under contract in May 2021, up 105% from May 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 06/07/2021 is believed to be reliable, but not guaranteed.

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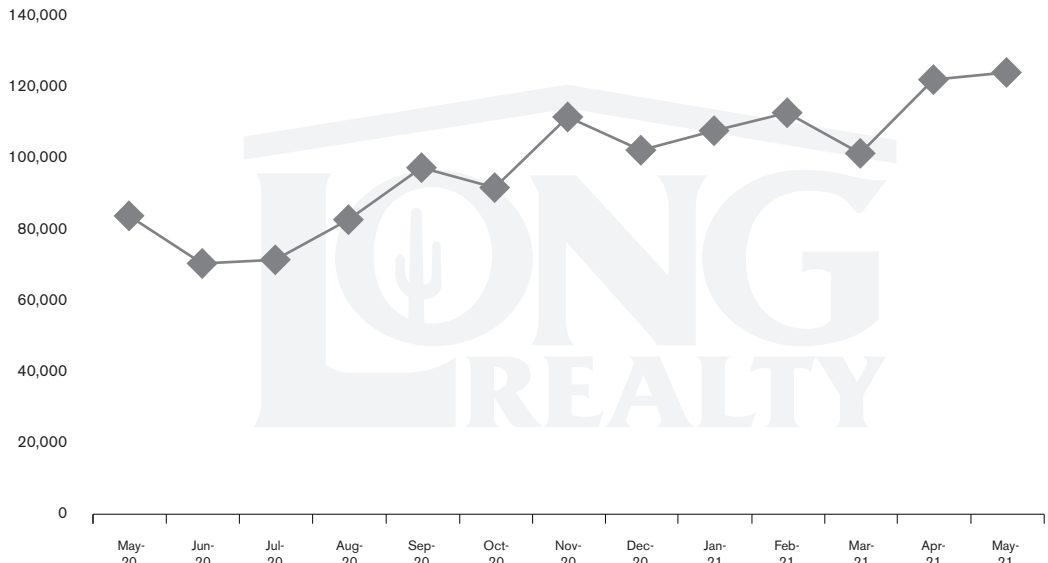


MEDIAN SOLD PRICE

TUCSON LAND

On average, homes sold this % of original list price.

May 2020	May 2021
82.8%	86.7%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 06/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 06/01/2020 – 05/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 32.0%

Tierra Antigua Realty 8.5%

Realty Executives Arizona Territory 8.2%

Keller Williams Southern Arizona 3.8%

Coldwell Banker Realty 3.4%

Russ Lyon Sothebys 3.0%



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MARKET CONDITIONS BY PRICE BAND TUCSON LAND

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21			
\$1 - 49,999	107	31	21	29	49	44	27	4.0	2.9	Seller
\$50,000 - 74,999	51	7	8	18	32	16	14	3.6	2.8	Seller
\$75,000 - 99,999	91	12	10	8	22	16	14	6.5	5.1	Balanced
\$100,000 - 124,999	54	9	10	6	17	17	7	7.7	4.2	Slightly Seller
\$125,000 - 149,999	74	5	6	7	10	12	7	10.6	8.2	Slightly Buyer
\$150,000 - 174,999	83	8	3	4	13	14	9	9.2	6.9	Slightly Buyer
\$175,000 - 199,999	83	4	8	10	4	8	3	27.7	15.5	Buyer
\$200,000 - 224,999	33	2	2	2	8	2	6	5.5	6.4	Balanced
\$225,000 - 249,999	28	2	2	4	3	3	4	7.0	9.6	Buyer
\$250,000 - 274,999	35	4	2	1	5	2	5	7.0	8.5	Buyer
\$275,000 - 299,999	37	0	1	1	5	3	2	18.5	11.6	Buyer
\$300,000 - 349,999	24	0	1	4	2	4	4	6.0	7.2	Slightly Buyer
\$350,000 - 399,999	23	0	3	3	3	3	4	5.8	7.5	Slightly Buyer
\$400,000 - 499,999	36	4	1	4	6	3	1	36.0	9.5	Buyer
\$500,000 - 599,999	12	0	0	0	0	2	2	6.0	9.8	Buyer
\$600,000 - 699,999	12	0	0	2	3	1	0	n/a	8.5	Buyer
\$700,000 - 799,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	19	1	1	0	0	1	0	n/a	58.0	Buyer
TOTAL	821	89	79	103	182	151	109	7.5	5.7	Balanced



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 06/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2021-05/31/2021. Information is believed to be reliable, but not guaranteed.